

Message Text

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ACTION EA-09

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R 200650Z JAN 76

FM AMEMBASSY TOKYO

TO USDOC WASHDC

INFO SECSTATE WASHDC 6195

AMEMBASSY JAKARTA

AMEMBASSY MANILA

AMEMBASSY SINGAPORE

AMCONSUL HONG KONG

AMCONSUL SYDNEY

UNCLAS TOKYO 0797

E.O. 11652: N/A

TAGS: BBSR, JA

SUBJECT: PROPOSED CONTRACT FOR COMPCHEHNSIVE SECTORAL SURVEY IN
INDONESIA

REF: USDOC 19424

1. FOUR LETTERS OF INTEREST FOR SUBJECT PROJECT RECEIVED. (LETTERS
BEING SENT TO OIM.) SUMMARY FOLLOWS:

A) PEAT, MARWICK, MITCHELL & CO., TOKYO (PMM TOKYO)

(1) ESTIMATED COST: US\$35,000 - \$45,000.

(2) PROJECT WOULD BE COMPLETED ENTIRELY BY PMM STAFF - TWO EACH
FROM PMM(S TOKYO, SYDNEY, AND KAKARTA OFFICES. TOKYO STAFF WILL
BE RESPONSIBLE FOR MANAGEMENT AND COMPLETION OF FINAL REPORT.

(3) QUALIFICATIONS: THOUGH JAKARTA OFFICE PRIMARILY ENGAGED
AUDIT AND TAX SERVICES, IT HAS UNDERTAKEN SOME MARKET RESEARCH
ON INDONESIA JOINTLY WITH SYDNEY OFFICE STAFF. THEIR EXPERIENCE
IN THE INDONESIAN MARKET AND ESTABLISHED LOCAL CONTACTS
WOULD BE FULLY UTILIZED FOR THIS PROJECT.

B) MITSUBISHI CHASE MANHATTAN CONSULTING CO., LTD., TOKYO (MCMC)

(1) ESTIMATED COST: US\$42,000 - \$52,000.

(2) TWO PROJECT STAFF, AND ANOTHER IF NEEDED, WOULD BE SENT
FROM MCMC. ADDITIONALLY, MCMC WOULD ATTEMPT TO SECURE

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ASSISTANCE OF MARKETING PR CONSULTANTS (ASIA) SDN BERHAD OF

KUALA LUMPUR, A RESEARCH FIRM WHICH HAS PREVIOUSLY PREPARED A DETAILED ECONOMIC AND BUSINESS FACT BOOK ON INDONESIA FOR CHASE MANHATTAN BANK, JAKARTA. IF SUCH ARRANGEMENT CAN NOT BE WORKED OUT, STAFF MEMBERS OF CHASE MANHATTAN, JAKARTA WOULD SUPPLEMENT TEAM.

(3) QUALIFICATIONS: OFFICES OF CHASE MANHATTAN BANK AND MITSUBISHI BANKN JAKARTA ALONG WITH OTHER MITSUBISHI AFFILIATES IN INDONESIA HAVE ASSURED MCMC OF THEIR COOPRATION - INTRODUCING MCMC TO THEIR BROAD GOVERNMENT AND INDUSTRY CONTACTS, USE OF REFERENCE MATERIALS, ETC.

C) PACIFIC PROJECTS LIMITED, TOKYO (PPL)

(1) ESTIMATED COST: US\$75,000.

(2) PPL WOULD SEND TWO RESEARCH STAFF, AND UTILIZE GENERAL CONSULT, A MARKET CONSULTING FIRM IN JAKARTA, AS SUBCONTRACTOR.

(3) QUALIFICATIONS: GENERAL CONSULT, WHICH PPL HAS PREVIOUSLY UTILIZED AS SUBCONTRACTOR FOR STUDIES IN INDONESIA, HAS HAD EXTENSIVE EXPERIENCE IN SEVERAL OF THE FIFTEEN SECTORS MENTIONED IN REFTEL.

D)GUT. KEARNEY INTERNATIONAL, INC., TOKYO (ATK TOKYO)

(1) ESTIMATED COST: US\$85,000 - \$90,000 (\$60,000 FOR PROFESSIONAL FEES AND \$25,000-\$30,000 FOR EXPENSES).

(2) PROJECT STAFF WOULD BE FROM ATK TOKYO, AND TWO ASSOCIATED FIRMS, SUMITOMO BUSINESS CONSULTING OF TOKYO (SBC) AND W.D. SCOTT AND CO., PTY, LTD. OF SYDNEY.

(3) QUALIFICATIONS: THROUGH NUMBER OF SUMITOMO AFFILIATED FIRMS IN BOTH JAPAN AND INDONEISA, SBC HAS ACCESS TO AN EXTENSIVE DATA BASE ON INDONESIA, AND ALSO RECENTLY PARTICIPATED IN STUDY FOR IDENTIFYING KEY VARIABLES FOR INDONESIA'S ECONOMIC DEVEOPMENT, WHICH WAS CONDUCTED FOR THE JAPANESE MINISTRY OF INTERNATIONAL TRADE AND INDUSTRY. W.D. SCOTT PERSONNEL HAVE UNDERTAKEN A VARIETY OF RECENT STUDIES IN INDONESIA.

2. ON BASIS REFTEL, IT IS EMBASSY'S UNDERSTANDING THAT EACH OF THESE FIRMS WILL RECEIVE DETAILED SPECIFICATIONS FOR CONSIDERATION DESPITE FACT ESTIMATED COST QUOTATIONS CONSIDERABLY ABOVE THE \$28,000 BUDGET LIMIT. PER INSTRUCTIONS REFTEL, EMBASSY DID NOT INFORM FIRMS OF THIS BUDGET LIMIT. IT IS POSSIBLE THAT UNCLASSIFIED

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AT LEAST SOME OF THESE FIRMS WOULD BE PREPARED TO LOWER PRICE ONCE THEY HAVE STUDIED SPECIFICATIONS.
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Message Attributes

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Disposition Action: n/a
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Disposition Event:
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TAGS: BBSR, JA
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